

## Message Text

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PAGE 01 LAGOS 03305 170031Z  
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----016713 170032Z /17/45

P R 151505Z MAR 78  
FM AMEMBASSY LAGOS  
TO SECSTATE WASHDC PRIORITY 7175  
INFO USDOC WASHDC  
AMCONSUL IBADAN  
AMCONSUL KADUNA

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C O R R E C T E D C O P Y - T E X T ( P A R A 1 . )

FOR USDOC/SIPS

E.O. 11652: N/A  
TAGS: EINV, BEXP, NI  
SUBJECT: BUDGET SPEECH: POSSIBLE MENTION OF TRACTOR ASSEMBLY PLANT

REF: STATE 53483

1. PER REQUEST REFTTEL, EMBASSY JUDGES THAT FORD PRESENTATION ON TRACTOR ASSEMBLY PLANT TO FMG PRIOR TO APRIL 1 BUDGET SPEECH WOULD BE FRUITLESS. BASED ON EMBOFF CONVERSATION WITH J. I. OBIANWU, ENGINEERING DIVISION, MIN INDUSTRIES, WE RECOMMEND FORD CONTACT HOME OFFICE OF DAIMLER-BENZ AND LEYLAND SEEKING SUBCONTRACT FOR TRACTOR ASSEMBLY.

2. OBIANWU EXPLAINED THAT THE CHANCE TO ASSEMBLE TRACTORS WAS OFFERED IN ALL FOUR OF THE COMMERCIAL VEHICLE ASSEMBLY CONTRACTS. STEYER IN BAUCHI AND FIAT IN KANO WENT AHEAD WITH PLANS AND SHOULD BE PRODUCING 5,000 TRACTORS PER YEAR BETWEEN THEM BY 1979. FMG THOUGHT THIS WOULD BE ENOUGH TRACTORS AT FIRST AND DISCOURAGED INQUIRIES MADE BY OTHER FIRMS SUCH AS MASSEY FERGUSON, FORD, JOHN  
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DEERE, KHD OF GERMANY AND SEVERAL EASTERN BLOCK COUNTRIES. WITH THE NEW EMPHASIS ON AGRICULTURE, FMG HAS SHIFTED ITS POSITION AND DIRECTS FIRMS INQUIRING ABOUT FURTHER TRACTOR ASSEMBLY PLANTS TO MERCEDES AND LEYLAND. FIRMS HOPING TO ENTER MAY OBTAIN A SUB-CONTRACT FROM THE TWO FIRMS WHO DID NOT EXERCISE THEIR OPTION.

3. EMBASSY FEELS THAT EVEN IF THE HEAD OF STATE WERE TO ANNOUNCE

A SHORT LIST OF TRACTOR ASSEMBLERS IN HIS BUDGET SPEECH, IT WOULD  
BE BASED ON CONTACTS INITIALLY MADE THROUGH LEYLAND AND MERCEDES.  
WE URGE FORD TO CONTACT THEM AND IF POSSIBLE TO REPORT RESULTS OF  
CONVERSATION BACK TO EMBASSY.  
EASUM

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** BUDGETS, TRACTORS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 15 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978LAGOS03305  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
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**Executive Order:** N/A  
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**Expiration:**  
**Film Number:** D780136-0724, D780115-0536  
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**Original Handling Restrictions:** n/a  
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**Review Content Flags:**  
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**Review Event:**  
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**Subject:** BUDGET SPEECH: POSSIBLE MENTION OF TRACTOR ASSEMBLY PLANT  
**TAGS:** EINV, BEXP, ETRN, NI, US  
**To:** STATE  
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**Review Markings:**  
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